

Mission:

To provide a unified voice for housing solutions

Homes for South Dakota?

A Statewide coalition to provide a unified voice for housing solutions

- Non-profit, public and private entities
- ⚠ Created to address housing needs, promote and educate housing practitioners on best practices, while working to ensure housing opportunities for all South Dakotans who want a place to call home.

Housing issues/challenges in South Dakota

- Housing studies
- High cost of construction
- Wages can't support rents needed for new construction projects to cash flow without some type of investment
- Prevailing rents are less on existing housing, new projects cannot compete
- Businesses are challenged at retaining employees due to the lack of housing that is affordable for their staff.
- Many existing homes are in need of rehabilitation to attract a younger workforce.



South Dakota

Housing Needs

- ♠ Affordable homes through rehabilitation or modification of existing homes, and new construction.
- ☐ Sufficient housing stock must match income levels.

- Housing development takes a long time, especially affordable housing
- Layers of funding for each project
- Lack of reliable flexible funding
- Capacity of rural communities to address housing challenges
- Technical assistance for rural communities



Housing Gaps





Dare to Dream



HOF & New Home Ownership

- 11 Habitat Affiliates statewide
 - Huron, Brookings, Aberdeen, Sioux Falls, Black Hills Area, Watertown, Yankton, Pierre, Ft. Thompson, Mission, Watertown

- △ \$1.26M HOF = \$7.5M Housing

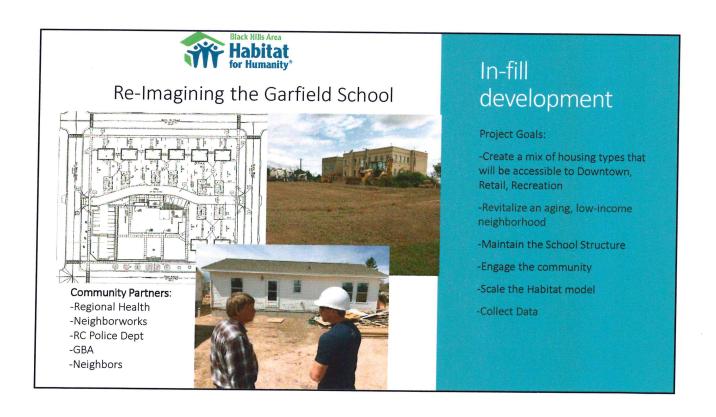




Impact of SD Housing Opportunity Funds - SDHOF

Brown Family – Successfully utilized the Dakota Dreams Saving Fund to help with their closing costs and down payment.

Lowery Family – Their house was sponsored using the HOF of \$50,000.





GARFIELD GREEN Neighborhood Revitalization



Funding Partnership:

SDHDA

Black Hills Habitat GBA & Asoc City of Rapid City Superior Homes

Bringing out the best of A great neighborhood



HOF in North Rapid City

- and affordable home ownership

- 1 \$40k HOF down payment assistance



NeighborWorks®

DAKOTA HOME RESOURCES



Evelyn



Before



After





Before



After



Impact of SD **Housing Opportunity** Funds - SDHOF

Neighborworks

- \$25,000 total project cost; \$8000 in HOF Funds, bringing Evelyn's home out of condemned status and enabling her to stay in her Rapid City Home.





Hills Apartments

Multifamily Rehabilitation

•Hills Apartments, <u>Deadwood</u> - \$170,000 preserved, 27 housing units



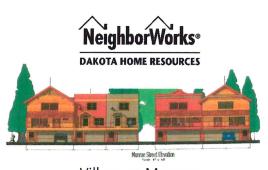
Providing much needed repairs and updates to Apartment Complex. To improve the safety and quality of life.

- New safe playground equipment.
- New energy efficient appliances.
- Parking lot repaved.
- Exterior painting and staining.

Impact of SD Housing Opportunity Funds

Multifamily Rehabilitation Impact Neighborworks

- △ Sustained affordability for very
- ⚠ Provides safe living conditions



Village on Monroe

- NeighborWorks Dakota Resources received \$220,000 in HOF Funds for the construction of Village on Monroe, providing five affordable homes to the Rapid City community.
- Recent housing studies have been completed with in the Black Hills. Belle Fourche, Hot Springs, Lead, Deadwood, Spearfish and Sturgis.
- Housing Studies projected housing needs for the next 5 years. 225 affordable homeownership units. They are also projecting 100 market rate Units. The studies projected over 300 affordable rental units. 2000 Market Rate rental units.

Impact of SD Housing Opportunity Funds—SDHOF

Neighborworks Dakota Home Resources

HOF funds used to benefit low to moderate income individuals through:

- ⚠ Down Payment and Closing Cost Assistance \$130,000 assisted 15 families



- Challenges:
 - Who's responsibility is it to do housing
 - "Its easy to do nothing" Craig Johnson
 - Financing Construction (interim financing)
 - · Appraisals (Arms length transactions)
 - Contractors/Materials
 - Dedicated Funding: Complex process need to know its available.
 - Flexible financing continue to refine
 - **Timelines**
 - Acquisition/Renovation/Resale Revolving Loan
- Solutions/Successes:
 - SDHOF Funding
 - Networking with multiple communities/states
 - Sharing templates, stories, ordinances. What works well...
 - **New Program**
 - Single Family Rental Rehab
 - Time to work through process and engage owners

What still remains...

- ☐ Statewide programs to provide Technical Assistance/ Coaching. 1. Grow Housing Initiative - Grow South Dakota provided coaching to Rural Communities to address Housing related needs. 2. Home Address Plus – working with NeighborWorks Dakota Home Resources and Dakota Resources
- An obstacle to home ownership is coming up with the down payment, appraisals, acquisition and repairs.





- Down Payment closing cost assistance for homeownership

 SDHOF \$: 1,069,000

 # of Units: 168 closed (aprx 7 pending, 31 available)
 Leveraged \$: 18,355,000

 - Individual Development Account (IDA): \$3:1 Match
 SDHOF \$ 125,000 (SDCAP): \$125,000 (Grow SD)
 56 Units \$4 SDHOF /\$2 AFI
 12 units closed

 - •Owner occupied Rehabilitation: SDHOF \$: \$338,400 # Units: 23

 - Leveraged \$338,400

 - Rental occupied Rehabilitation:
 SDHOF \$ 94,788
 # Units: 5 pending/in progress

 - Multi Family Rehabilitation: Pheasant Valley Courtyard SDHOF \$1,50,000 60 units Tulare Development Corp SDHOF \$18,031.55 4 units



Impact of **SD** Housing Opportunity Funds -**SDHOF**

- poverty and empowers
- energy efficient
- 1 Leveraging partnerships and
- Owner & rental rehab for aging housing stock



In August 2015, DeSmet received \$298,500 from the SDHOF, making the development possible.

Total Development \$675,000

2-2 bedroom and 2-3bedroom

Rents: \$750 and \$850

Through the SDHOF, South Dakota has made a wise investment in one of its rural communities!



A triplex model that has the potential of being replicated other BASEC communities. However, without continued funding for the housing opportunity fund, these development will not be possible.

Total Development: \$405,000 1 – 2bedroom and 2 -2 bedroom Rents: \$750 and \$850 (starting)

DeSmet, SD – Four Plex

DeSmet needed additional housing based on needs assessment.

Pro-forma indicated 50% of the project cost would need to be in the form of a grant to cash flow the project.

August 2015, \$298,500 was received from the HOF for the project.

Great investment in a rural community.

Doland, SD-Tri-Plex

- $\hat{\Box}$ Working with the city a lot was acquired.
- One current resident is a rural attorney recruit from North Carolina, practicing law in Redfield.
- A wise investment in rural South Dakota.

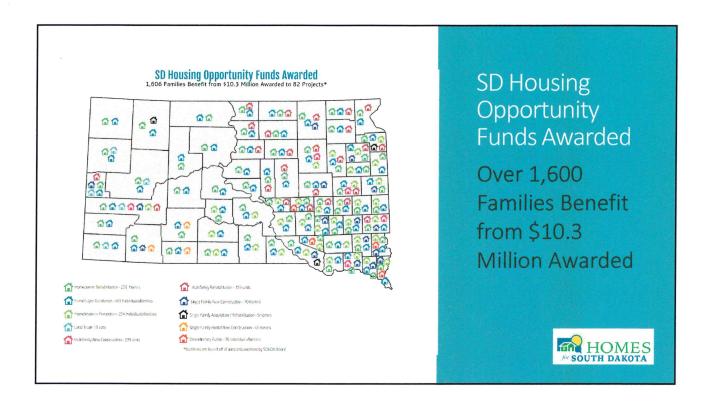
A dedicated funding source is vital to continue providing housing opportunities for hard working families throughout South Dakota

for SOUTH DAKOTA



South Dakota
Housing Opportunities
Solutions

A Dedicated Funding Source



Housing Opportunity Fund Success in the Numbers

Solutions

Year Requ		ests	Aw	rarded	Assisted	Not Funded	
Year	Number of Applications	Amount	Number of Applications	Amount	Number of Units Built/ Households Served	Number of Requests Not Funded	Amount
2013	21	\$ 2.6M	17	\$1.9M	248	4	\$700,000
2014	22	\$ 3.84M	18	\$1.72M	367	4	\$2.12 M
2015	17	\$ 3.25M	15	\$2.57M	328	2	\$500,000
Nov. 2015	30	\$ 6.14M	20	\$2.6M	411	10	\$3.54 M
Nov. 2016	15	\$4.16M	6	\$835,360	137	9	\$3.3M
Feb. 2017	8	\$881,040	8	\$361,000	87	5	\$520,040
Total	113	\$20.9M	84	\$10.3M	1578	34	\$10.7M



There is a need to have a dedicated funding source for the

Housing Opportunity Fund (SDHOF)



South Dakota Housing Opportunity Funding

- △ \$6-7 million annually is needed to make an impact on housing in South Dakota

- This investment pays dividends

SOUTH DAKOTA HOWES



To noitile Coalition of

Dakotans have a place to call home. ensure housing opportunities so that all South housing needs in South Dakota, working to provides a unified voice for addressing nonprofit, public and private entities that





600 Main Ave. PO Box 8116

info@habitatsouthdakota.org 0840.369.203 Brookings, SD 57006



gro.bsworg@ofni 4297.863.203 Sisseton, SD 57262 104 Ash Street East **GROW South Dakota**

1041.872.203 Deadwood, SD 57732 195 Main Street 10me Resources 1eighborWorks® Dakota **DAKOTA HOME RESOURCES**

oy@nwdhr.org

snoitulos gnisuoH

short- and long-term housing needs. resource for communities to addres source will provide a reliable financia uneven bedicated revenue

moderate incomes. homes while targeting those with low to of decent, safe, sanitary and affordable South Dakota by expanding the supply to promote economic development ii 2013 legislative session. It was designer Dakota Fund" via Senate Bill 235 during the was created as part of the "Building Soutl AOHOS) brun tytiruthoqqOgnisuoH GZ 9AT na

the people of 5D through: ince 2013, funds awarded have benefiter

- owner-occupied, single family homes • New construction and rehabilitation c
- of multifamily and single family rentr • New construction and rehabilitatio
- uoṇuənəıd ssəussəjəwoy pue Hometsisse Insmyndente assistanc

sziun

South Dakota. the SDHOF is vital to A dedicated funding source for

Jor SOUTH DAKOTA

Positive Impacts of Housing

Improves lives of individuals, families and children

engthens family bonds

loodəs ni bəsəəns nərblidə 👬

Increases independence for seniors and people with disabilities

at home provides dignity for all

Stimulates the Economy

Fin Businesses grow and thrive with an adequately housed workforce

Building projects generate sales and excise tax revenue

People invest in the communities in which they live

Real estate taxes generated support cities, counties and schools

affordable housing opportunities all across South Dakota! the South Dakota Housing Opportunity Fund will provide Your support of a sustainable funding source for

sbaaN pnisuoH

affordable housing. communities to develop and maintain Tong-term planning and investment for

new construction. or modification of existing homes, and Affordable homes through rehabilitation

income levels. anst match stock must match

According to southdakotadashboard.org:

Buisnod Tot Amooni paid more than 30 percent of their 24.5 percent of the state's households

Buisnod Tot Amosni paid more than 50 percent of their 10 percent of the state's households

a wide range of prices. ni znoitqo gnizuo d bəən zəitinummoz To grow and prosper, South Dakota





A Unified Voice for Housing Solutions

Homes for South Dakota – is a statewide coalition of nonprofit, public and private entities that provides a unified voice for addressing housing needs in South Dakota, working to ensure housing opportunities so that all South Dakotans have a place to call home.

Building South Dakota Fund

During the 2013 South Dakota Legislative Session, the legislature enacted SB 235, a proposal to finance a new, comprehensive economic development program for the state. The Building South Dakota Fund was established and the Housing Opportunity Fund (HOF), a statewide housing trust fund, was created. The funding source for the Building South Dakota Fund initially was the Unclaimed Property Fund; however, during the 2014 legislative session the dedicated funding from the Unclaimed Property Fund was discontinued. Instead, an appropriation of \$30 million in one-time dollars over a 3-year period (through 2016) was enacted. The HOF was designated to receive 25% of the appropriated funds under this bill. In 2016 the last of that \$30 million appropriation was allocated.

Since its inception, \$20.9 million in HOF funding has been requested while only \$10.2 million has been available. The fact that demand continues to exceed available funds demonstrates that there is a strong need for an ongoing and consistent source of funding to support affordable housing for South Dakotans.

The South Dakota Housing Opportunity Fund lacks a reliable steady source of funding. Currently, the only source of funding that is targeted for the HOF is excise taxes on projects over \$20 million. This will generate some funds year-to-year but is not consistent and is unreliable for long term planning. Many housing projects, especially those targeting lower income households, take years to plan and develop. Without assurance of ongoing funding for the HOF, those projects may be more challenging to develop.

South Dakota Housing Opportunity Fund Success in the Numbers

Year	Requests		Awarded		Assisted	Not Funded	
Year	Number of Applications	Amount	Number of Applications	Amount	Number of Units Built/ Households Served	Number of Requests Not Funded	Amount
2013	21	\$ 2.6M	17	\$1.9M	248	4	\$700,000
2014	22	\$ 3.84M	18	\$1.72M	367	4	\$2.12 M
2015	17	\$ 3.25M	15	\$2.57M	328	2	\$500,000
Nov. 2015	30	\$ 6.14M	20	\$2.6M	411	10	\$3.54 M
Nov. 2016	15	\$4.16M	6	\$835,360	137	9	\$3.3M
Feb. 2017	8	\$881,040	8	\$361,000	87	5	\$520,040
Total	113	\$20.9M	84	\$10.3M	1578	34	\$10.7M

SD Housing Opportunity Funds Awarded 1,606 Families Benefit from \$10.3 Million Awarded to 82 Projects*







Homebuyer Assistance - 489 Individuals/families



Homelessness Prevention- 254 Individuals/families



Land Trust- 10 Lots



Multifamily New Construction - 239 units



Single Family New Construction - 70 homes



Single Family Acquisition / Rehabilitation - 5 homes



Single Family Rental New Construction - 45 homes



Discretionary Funds - 76 Individuals/families

*Numbers are based off of amounts awarded by SDHDA Board

Opening Doors to Homes for All



STATE HOUSING TRUST FUNDS

Overview

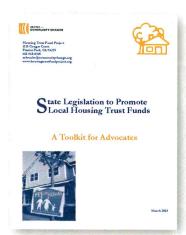
State housing trust funds have been the backbone of the housing trust fund movement with 47 states and the District of Columbia creating state housing trust funds. Begun in the mid-1980s, these funds have shown resilience and growth. A few states have actually created more than one state housing trust fund, including Connecticut, Illinois, Massachusetts, Nebraska, Oregon, and Washington. Not all have dedicated ongoing sources of revenue and four have yet to place any funds into their state trust funds (Alabama, California, Idaho, and Rhode Island).

Several states have passed legislation that enables, encourages or establishes local housing trust funds, including Arizona, Indiana, Massachusetts, New Jersey, Pennsylvania, South Carolina, Washington, and Wisconsin. And Iowa, Florida, Massachusetts, and Washington have state housing trust funds that directly fund or match local housing trust funds. State enabling legislation is described in greater detail elsewhere in this report and in a report on the Housing Trust Fund Project's website. http://housingtrustfundproject.org/wp-content/uploads/2013/03/State-Enabling-htfunds-final.pdf

Dedicated Revenue Sources

State housing trust funds collected more than \$790 million for their state housing trust funds in FY2015. Five states reported collecting more than \$50 million in FY2015: Florida; New York; New Jersey; Washington, D.C.; and Connecticut. Another five reported collecting more than \$20 million: Illinois; Ohio; Massachusetts; Hawaii, and Washington. Five states collected less than \$1 million.

The real estate transfer tax (including the documentary stamp tax) remains the most popular dedicated revenue source for state housing trust funds with fifteen states benefitting from this source. Another seven state housing trust funds receive dedicated revenue from document recording fees. Eight states continue to receive appropriations from the state general fund to support their state housing trust funds. Two states operate their state housing trust funds with revenues received from the state housing finance agencies and another two use interest from real estate escrow accounts. Other revenue sources reported from state housing trust funds include: state's Unclaimed Property fund; Smokeless Tobacco tax; Interest on Title Escrow Accounts; Foreclosure filing fees; Public Purpose charge (utility charge); Excise tax for large economic development projects that apply for sales tax refund; state capital budget (bond proceeds); and state income tax contributions—contributors receive a dollar for dollar state tax credit. Three states reported receiving initial capitalization funds but have not received any funds since then and another three states have never put funds into their state housing trust funds.



State housing trust funds reported an average of about \$7 dollars leveraged from other public and private sources for every \$1 dollar the housing trust fund commits to an activity. The highest reported was a \$1:\$16+ leverage ratio. A few state housing trust funds reported a less than 1:1 leverage ratio. Eight state housing trust funds reported leveraging, on average, more than \$10 dollars for every \$1 dollar invested by the trust fund.

State housing trust funds reported an average of about \$7 dollars leveraged from other public and private sources for every \$1 dollar the housing trust fund commits to an activity.

Reports since the survey show several states bumping up their revenues, including:

- Arizona passed HB2666 which adds all net revenue from the Arizona Housing Finance Authority's single-family mortgage programs to the state housing trust fund.
- Florida increased its commitment to \$175 million for the state's William Sadowski Housing Trust Fund for FY2016 and boosted it to \$200+ million for FY2017.
- Washington, D.C. dedicated an historic high of \$100 million for the Housing Production Trust Fund.
- Hawaii added \$40 million in bond revenues to their Rental Housing Trust Fund.
- North Dakota renewed the Housing Incentive Fund tax credit, approving an additional \$30 million in credits.
- Pennsylvania dedicated revenue from the future growth in the existing Realty Transfer Tax to the state's housing trust fund: Pennsylvania Housing Affordability and Rehabilitation Enhancement Act (PHARE) and estimates are that this could generate up to \$25 million.
- Virginia committed \$5.5 million per year for the next two years to the state Virginia Housing Trust Fund.

Glenstone Village Apartments in Tucson, Arizona was funded through the state housing trust fund. Compass Affordable Housing rehabilitated the 72 apartments for very low income persons in recovery. www.compassaffordablehousing.org



State Dedicated Revenue Sources

REAL ESTATE TRANSFER TAXES (OR DOCUMENTARY STAMP TAXES)

Connecticut (CIA)

District of Comumbia

Florida

Hawaii

Illinois (AHTFund)

Iowa

Maine

Nebraska

New Jersey

Nevada

Pennsylvania

South Carolina

Vermont

West Virginia

DOCUMENT RECORDING FEES

Delaware

Kentucky

Massachusetts (CPA)

Missouri

Ohio

Oregon (General Hsng Acct Program)

Washington

STATE'S UNCLAIMED PROPERTY FUND

Arizona

NET REVENUE FROM SINGLE FAMILY MORTGAGE PROGRAMS

Arizona

SMOKELESS TOBACCO TAX

Indiana

INTEREST ON TITLE ESCROW ACCOUNTS

Maryland

INTEREST ON REAL ESTATE ESCROW ACCOUNTS

Minnesota

Wisconsin

FORECLOSURE FILING FEES (EXCESS, NOT USED IN ANOTHER STATE

PROGRAM)

North Carolina

PUBLIC PURPOSE CHARGE (UTILITY CHARGE)

Oregon

(Housing Development Grant Program)

CONTRACTOR'S EXCISE TAX ON PROJECTS OVER \$20 MILLION

South Dakota (state also guarantees set fund balance)

STATE BOND REVENUES

Connecticut

Hawaii

Maine

Massachusetts

STATE CAPITAL BUDGET (BOND PROCEEDS)

Washington

STATE INCOME TAX CONTRIBUTIONS

North Dakota

FUNDED THROUGH APPROPRIATION OR GENERAL FUNDS

Colorado

Connecticut (HTFund)

Georgia

Kansas

Massachusetts (AHTFund)

Michigan

New Hampshire

New Mexico

New York

Tennessee (THDA funds)

Texas

Utah

Virginia

INITIAL CAPITALIZATION ONLY

Louisiana

Montana

Oklahoma

NO STATE TAX FUNDS

California

Idaho

Rhode Island

NATIONAL LOW INCOME HOUSING COALITION

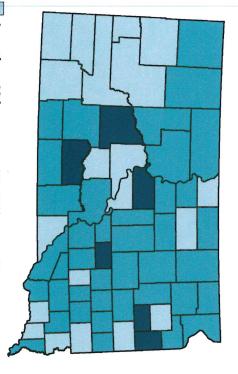
2017 STATE HOUSING PROFILE

South Dakota

Senators: John Thune and Mike Rounds Many renters in South Dakota are extremely low income (ELI), i.e. households with income less than the poverty guideline or 30% of area median income (AMI), whichever is higher. Across the state, there is a deficit of rental homes both affordable and available to ELI households, many of whom face significant housing cost burdens.

Last updated: 2/23/17

AFFORDABLE & AVAILABLE HOMES FOR ELI RENTER HOUSEHOLDS



Less than 60 homes per 100 ELI households

Between 60 – 100 homes per 100 ELI households

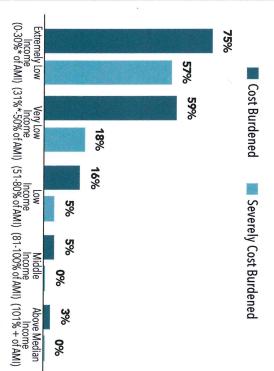
More than 100 homes per 100 ELI households

Source: NLIHC tabulations of 2009-2013 Comprehensive Housing Affordability Strategy (CHAS) data

HOUSING COALITION

HOUSING COST BURDEN BY INCOME GROUP

Renter households spending more than 30% of their income on housing costs and utilities are cost burdened; those spending more than half of their income are severely cost burdened.



Source: NLIHC tabulations of 2015 American Community Survey Public Use Microdata Sample (PUMS) housing file Note: *Or poverty guideline, if higher.

AFFORDABLE AND AVAILABLE HOMES PER 100 RENTER HOUSEHOLDS



Source: NLIHC tabulations of 2015 American Community Survey Public Use Microdata Sample (PUMS) housing file. Note:*or Poverty Guideline, if Higher.

KEY FACTS

32%

Households in this state that are renters

31,950

30%

Renter households that are extremely low income

\$24,250

Maximum state level income for a 4-person household

15,782

Shortage of homes affordable and available for extremely low income renters

\$13.77

State Housing Wage

The hourly amount a full-time worker must earn to afford a two-bedroom rental unit at HUD's Fair Market Rent

1000 Vermont Avenue, NW, Suite 500, Washington, DC 20005



June 9th 2017

Dear Representative Lust and Senator Maher,

I am writing you to provide input to the Workforce Housing Study committee. I am a lifelong resident of Brookings and I am in my 31st year as a community banker. Over the years, I have observed the ebbs and flows of the economy and Brookings has generally enjoyed solid, steady growth. However, a persistent theme has developed in Brookings and is also being experienced in other communities throughout South Dakota. Although many businesses have been expanding, I see my customers continually struggle to attract new employees due to the lack of affordable housing. The number of affected business is diverse ranging from Manufacturing to Retail, to Professional, and others.

Some may say the market will respond accordingly but that has not been the reality. There are a number of variables but, as often is the case, it boils down to the dollars. Housing developers simply lack a sufficient profit margin to justify focusing on affordable housing.

Since 2013, the South Dakota Housing Fund (HOF) has bridged the profitability gap by providing a reliable source of funding to assist worthwhile projects. Unfortunately, HOF does not have a dedicated funding source which threatens its viability going forward. As a member of Homes for South Dakota (a statewide coalition of diverse entities providing a unified voice for housing needs in our state), I urge you to consider how we might prioritize finding a reliable and sustainable funding source for HOF.

Myself, or others members of the Homes Coalition, would certainly be available at your convenience to discuss the future of HOF and help illustrate the critical value it provides for our state.

Sincerely.

Jeff I. Lee

Executive VP

Jeff.Lee@bankeasy.com

605-696.2226

Cornerstone Rescue Mission, Rapid City

\$100,000

Reserved to help prevent homelessness, rental deposits, rental assistance and case management.

Rural Office of Community Services, Lake Andes

\$35,144

Reserved to help prevent homelessness in south eastern and south central SD, rental deposits, rental assistance and case management.

Yankton Homeless Shelter, Yankton

\$52,938

Reserved to acquire Starbrite Inn, to use it as a homeless shelter, providing emergency housing for individuals and families.



Impact of SD Housing Opportunity Funds— SDHOF

Homelessness Prevention

- △ A little help can often times prevent homelessness